



ENSCO, Inc.

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**General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List**

Total Solutions for Law Enforcement, Security, Facility Management Systems, Fire, Rescue, Special Purpose Clothing, Marine Craft and Emergency/Disaster Response

FSC Group 063 – Alarm and Signal Systems/Facility Management Systems, Professional Security/Facility Management Services, and Guard Services

Contract No.: GS-07F-5570R

**DISAST
RECOV**

**COOP
PURCH**

Contract Period: January 21, 2005 – January 20, 2010

Contractor:

ENSCO, Inc.
3110 Fairview Park Drive, Suite 300
Falls Church, VA 22042-4536
Phone: (703) 321-9000
Fax: (703) 321-7863
Web Address: <http://www.ensco.com>

Contract Administrator:

Ann Yersavich
Contracts Administrator
4849 N. Wickham Rd.
Melbourne, FL 32940
Phone: (321) 775-7513
Fax: (321) 254-3293
Email: yersavich.ann@ensco.com

Marketing and Technical POC:

Ann Yersavich
Contracts Administrator
4849 N. Wickham Rd.
Melbourne, FL 32940
Phone: (321) 775-7513
Fax: (321) 254-3293
Email: yersavich.ann@ensco.com

Business Size: Large

Prices shown herein are NET (discount deducted).

Pricelist current through Modification #AO07, dated 12/17/2008

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA-Advantage!TM, a menu-driven database system. The Internet address for GSA Advantage!TM is: <http://www.gsaaadvantage.gov>

For information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://fss.gsa.gov/>

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GENERAL CONTRACT INFORMATION

1a. Table of Awarded Special Item Numbers (SINs):

- 246-50 / 246-50STLOC / 246-50RC: Ancillary Services
- 246-52 / 246-52STLOC / 246-52RC: Professional Security/Facility Management Services
- 246-99 / 246-99STLOC / 246-99RC: Introduction of New Services and Products

1b. Lowest Priced Model Number and Lowest Price: Please refer to our pricing on page #9

1c. Labor Category Descriptions: Please refer to page #8

2. Maximum Order: \$200,000 - SINs 246-50 & 246-52
\$100,000 - SIN 246-99

3. Minimum Order: \$100

4. Geographic Coverage: Domestic Only

5. Point (s) of Production: United States

6. Discount from List Price: All Prices Herein are Net

7. Quantity Discounts: None Offered

8. Prompt Payment Terms: Net 30 days

9a. Government Purchase Card *is* accepted at or below the micro – purchase threshold.

9b. Government Purchase Card *is* accepted above the micro – purchase threshold.

10. Foreign Items: None

11a. Time of Delivery: 30 Days ARO - SIN 246-52
To be negotiated with ordering agency - SINs 246-50
& 246-99

11b. Expedited Delivery: Consult with Contractor

11c. Overnight and 2-Day Delivery: Consult with Contractor

11d. Urgent Requirement: Consult with Contractor

12. F.O.B. Point(s): Destination

13a. Ordering Address: ENSCO, Inc.
Attn: Ann Yersavich/GSA Orders
4849 N. Wickham Road
Melbourne, FL 32940

13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment Address: ENSCO, Inc.
Attn: Accounts Receivable/GSA Orders
P.O. Box 1780
Springfield, VA 22151-1780

GENERAL CONTRACT INFORMATION (CONTINUED)

- | | |
|--|--|
| 15. Warranty Provision: | Manufacturer's Standard Commercial Warranty |
| 16. Export Packing Charges: | Not Applicable |
| 17. Terms & Conditions of Government Purchase Card Acceptance: | Contact Contract Administrator |
| 18. Terms and conditions of rental, maintenance, and repair: | Not Applicable |
| 19. Terms and conditions of installation (if applicable): | Not Applicable |
| 20. Terms and conditions of repair parts indicating date of parts, price lists and any discounts from list prices: | Not Applicable |
| 20a. Terms and conditions for any other services (if applicable): | Not Applicable |
| 21. List of service and distribution points (if applicable): | Not Applicable |
| 22. List of participating dealers (if applicable): | Not Applicable/Please see page #X |
| 23. Preventative maintenance (if applicable) | Not Applicable |
| 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants.): | Not Applicable |
| 24b. Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at:
www.Section508.gov/ : | Contact Contract Administrator for more information. |
| 25. Data Universal Number System (DUNS) Number: | 122314651 |
| 26. ENSCO, Inc. <i>is</i> registered in the Central Contractor Registration (CCR) database. | |

CONTRACT OVERVIEW

GSA awarded ENSCO, Inc. a GSA Federal Supply Schedule contract for Total Solutions For Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft And Emergency/Disaster Response (LAW), Contract No. GS-07F-5570R. The current contract period is January 21, 2005 - January 20, 2010. GSA may exercise a total of up to three additional 5 year option periods. The contract allows for the placement of Firm Fixed Price or Time and Materials task orders using the labor categories and ceiling rates defined in the contract.

CONTRACT ADMINISTRATOR

Ann Yersavich
ENSCO, Inc.
4849 N. Wickham Rd.
Melbourne, FL 32940
Telephone: (321) 775-7513
Fax Number: (321) 254-3293
Email: yersavich.ann@ensco.com

MARKETING AND TECHNICAL POINT OF CONTACT

Ann Yersavich
ENSCO, Inc.
4849 N. Wickham Rd.
Melbourne, FL 32940
Telephone: (321) 775-7513
Fax Number: (321) 254-3293
Email: yersavich.ann@ensco.com

CONTRACT USE

This contract is available for use by all federal government agencies, as a source for Total Solutions For Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft And Emergency/Disaster Response, for worldwide use. Executive agencies, other Federal agencies, mixed –ownership Government corporations, and the District of Columbia; government contractors authorized in writing by a Federal agency pursuant to 48 CFR 51.1; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the Executive Branch of the Federal Government.

INSTRUCTIONS FOR PLACING ORDERS FOR SERVICES BASED ON GSA SCHEDULE HOURLY RATES

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that Creative Associates International, Inc. meets the technical requirements and that our prices offered are fair and reasonable. Agencies may use written orders; facsimile orders, credit card orders, blanket purchase agreement orders or individual purchase orders under this contract.

If it is determined that your agency needs an outside source to provide MOBIS services, follow these simple steps:

Step 1. Develop a Statement of Work (SOW)

In the SOW, include the following information:

- Work to be performed,
- Location of work,
- Period of performance;
- Deliverable schedule, and
- Special standards and any special requirements, where applicable.

Step 2. Select Contractor and Place Order

- If the order is at or below the micro-purchase threshold, select the contractor best suited for your needs and place the order.
- If the order is exceeding but less than the maximum order threshold (MOT), prepare an RFQ;
- If the order is in excess of the MOT, prepare an RFQ. Consider expansion of competition and seek price reductions.

Step 3. Prepare a Request for Quote (RFQ)

- Include the SOW and evaluation criteria;
- Request fixed price, ceiling price, or, if not possible, labor hour or time and materials order;
- If preferred, request a performance plan from contractors and information on past experience; and include information on the basis for selection.
- May be posted on GSA's electronic RFQ system, e-Buy

Step 4. Provide RFQ to at least Three Firms

Step 5. Evaluate Offers, Select Best Value Firm, and Place Order

INSTRUCTIONS FOR PLACING ORDERS FOR SUPPLIES BASED ON GSA SCHEDULE FIXED PRICES

GSA provides a streamlined, efficient process for ordering the supplies you need. GSA has already determined that ENSCO, Inc.'s prices are fair and reasonable. Agencies may use written orders; facsimile orders, credit card orders, blanket purchase agreement orders or individual purchase orders under this contract.

Orders under the Micro-Purchase Threshold

- You can place the order directly with the contractor for the item that best meets your needs.

Orders over the Micro-Purchase Threshold

As required by FAR 8.404, you are required to:

- Review the GSA *Advantage!* online shopping service.
- Then make a Best Value determination.

OR

- Review 3 Schedule contractors' pricelists.
- Select Best Value (considering price, plus administrative costs).
- Place the order directly with Schedule contractor of your choice.

Orders over the Maximum Order Threshold

- Follow the procedures for orders over the micro-purchase threshold.
- Review additional price lists or use the GSA *Advantage!* online shopping service.
- Seek price reductions from Schedule contractors that represent Best Value.
- Place your order with the Schedule contractor offering the Best Value.

REQUIREMENTS EXCEEDING THE MAXIMUM ORDER

In accordance with FAR 8.404, before placing an order that exceeds the maximum order threshold, ordering offices shall:

- Review additional schedule contractors' catalogs/price lists or use the "GSA Advantage!" on-line shopping service;
- Based upon the initial evaluation, generally seek price reductions from the schedule contractor(s) appearing to provide the best value (considering price and other factors); and
- After price reductions have been sought, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative (see FAR 8.404(a)). If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

Vendors may:

Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations.)

- Offer the lowest price available under the contract; or
- Decline the order (orders must be returned in accordance with FAR 52.216-19).

A task order that exceeds the maximum order may be placed with the Contractor selected in accordance with FAR 8.404. The order will be placed under the contract.

Sales for orders that exceed the Maximum Order shall be reported in accordance with GSAR 552.238-74.

BLANKET PURCHASE AGREEMENT

Ordering activities may establish BPAs under any schedule contract to fill repetitive needs for supplies or services. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPAs and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). In determining how many BPAs to establish, consider:

- The scope and complexity of the requirement(s);
- The need to periodically compare multiple technical approaches or prices;
- The administrative costs of BPAs; and
- The technical qualifications of the schedule contractor(s).

Establishment of a single BPA, or multiple BPAs, shall be made using the same procedures outlined in 8.405-1 or 8.405-2. BPAs shall address the frequency of ordering, invoicing, discounts, requirements (*e.g.* estimated quantities, work to be performed), delivery locations, and time.

When establishing multiple BPAs, the ordering activity shall specify the procedures for placing orders under the BPAs.

Establishment of a multi-agency BPA against a Federal Supply Schedule contract is permitted if the multi-agency BPA identifies the participating agencies and their estimated requirements at the time the BPA is established.

Ordering from BPAs:

Single BPA. If the ordering activity establishes one BPA, authorized users may place the order directly under the established BPA when the need for the supply or service arises.

Multiple BPAs. If the ordering activity establishes multiple BPAs, before placing an order exceeding the micro-purchase threshold, the ordering activity shall:

- Forward the requirement, or statement of work and the evaluation criteria, to an appropriate number of BPA holders, as established in the BPA ordering procedures; and
- Evaluate the responses received, make a best value determination (see 8.404(d)), and place the order with the BPA holder that represents the best value.

BPAs for hourly rate services. If the BPA is for hourly rate services, the ordering activity shall develop a statement of work for requirements covered by the BPA. All orders under the BPA shall specify a price for the performance of the tasks identified in the statement of work.

Duration of BPAs. BPAs generally should not exceed five years in length, but may do so to meet program requirements. Contractors may be awarded BPAs that extend beyond the current term of their GSA Schedule contract, so long as there are option periods in their GSA Schedule contract that, if exercised, will cover the BPA's period of performance.

Review of BPAs:

The ordering activity that established the BPA shall review it at least once a year to determine whether:

- The schedule contract, upon which the BPA was established, is still in effect;
- The BPA still represents the best value (see 8.404(d)); and
- Estimated quantities/amounts have been exceeded and additional price reductions can be obtained.

The ordering activity shall document the results of its review.

LABOR CATEGORY DESCRIPTIONS (SIN 246-52 / 246-52STLOC / 246-52RC)

Experience Substitutions:

H.S. Diploma + 4 years additional experience	Equals	Bachelors Degree
Bachelors Degree + 2 years additional experience	Equals	Masters Degree
Masters Degree + 3 years additional experience	Equals	Ph.D.

Education Substitutions:

A Ph.D. may be substituted for three years of required experience with a Masters Degree or four years with a Bachelors Degree.
A Masters Degree may be substituted for two years of required experience with a Bachelors Degree.
A Bachelors Degree may be substituted for four years of required experience with a H.S. Diploma.

Job Title: Assessment Security Systems Technical Writer/Editor

Minimum/General Experience: 10 years of experience.

Functional Responsibility: Performs a variety of complex non-routine technical writing and editing. Upon completion of security assessments interfaces with technical staff to collect information required to prepare complex technical documents. Coordinates layout and organization of manuals and technical documents. Prepares outline of contents and written test. Editing, proofreading and approval of final copy before publishing documents. May perform other duties of a similar nature or character.

Minimum Education: Bachelors Degree

Job Title: Assessment Security Systems Analyst II

Minimum/General Experience: 5 years of experience.

Functional Responsibility: Analyzes user requirements for facility security systems and translates requirements into related system specifications. Researches routine user problems and makes system modifications. Assists with implementation of facility system applications. May perform other duties similar in nature or character.

Minimum Education: Bachelors Degree

Job Title: Program Manager II

Minimum/General Experience: 15 years of experience.

Functional Responsibility: Coordinates all activities of a site facility assessment project to meet deadlines and budget. Develops project plans & budgets based upon customer goals and objectives. Manages the overall activities of a project. Responsible for project staffing. Directs development and implementation of project procedures and controls. Monitors the financial performance of a project. Supervises and evaluates the staff assigned to the project. May perform duties of a similar nature or character.

Minimum Education: Bachelors Degree

Job Title: Program Manager I

Minimum/General Experience: 10 years of experience.

Functional Responsibility: Analyzes user requirements and coordinates security program to meet needs. Duties may include coordinating training, assessment services, or exercises. May perform other duties similar in nature or character.

Minimum Education: Bachelors Degree

Job Title: Jr. Project Analyst
Minimum/General Experience: 5 years experience.
Functional Responsibility: Works directly with Program Managers to prepare budgets and plans, and to coordinate training. Assists Security Systems Technical Writer/Editor by producing reports, preparing briefings, and typing documents for documents for editing. May perform other duties similar in nature or character.
Minimum Education: High School Diploma

Job Title: Security Assessments Analyst II
Minimum/General Experience: 10 years of experience.
Functional Responsibility: Reviews security facility system applications, analyzes security problems and recommends mitigating measures. Interfaces with users to develop policies and procedures. Advises and consults on implementation of security system applications. May perform other duties of a similar nature or character.
Minimum Education: Bachelors Degree

Job Title: Assessment Security Consultant II
Minimum/General Experience: 10 years of experience.
Functional Responsibility: Evaluates special aspects of facility security including operations security, information security, and weapons of mass destruction protection and recommends mitigating measures. Conducts research to determine potential vulnerabilities, and recommends changes in procedures. May perform other duties of a similar nature or character.
Minimum Education: Bachelors Degree

LABOR CATEGORY PRICING
SIN (246-52 / 246-52STLOC / 246-52RC)

Labor Category	12/17/08 - 12/16/09
Assessment Security Systems Technical Writer/Editor	\$113.82
Assessment Security Systems Analyst II	\$110.91
Program Manager II	\$174.80
Program Manager I	\$114.18
Jr. Project Analyst	\$73.13
Security Assessment Analyst II	\$155.16
Assessment Security Consultant II	\$123.46

PRODUCT PRICING
SINs (246-50 / 246-50STLOC / 246-50RC, 246-99 / 246-99STLOC / 246-99RC)

Model	SIN	Description	GSA Price w/ ¾% IFF
MicroSearch Software & Computer			
MS-Desktop	246-99	MS Human Presence Detection - Desktop Computer	\$19,838.78
MS-Laptop	246-99	MS Human Presence Detection - Laptop Computer	\$20,720.14
MS-Rug Port	246-99	MS Human Presence Detection - Portable Rugged Computer	\$25,253.89
MS-Semi Port	246-99	MS Human Presence Detection - Portable Semi-Rugged Computer	\$21,626.89
MS-NEMA4	246-99	MS Human Presence Detection - NEMA-4 Computer + Enclosure	\$25,467.89
MSDB	246-99	MS Database Vehicle Tracking SW	\$861.41
MicroSearch Sensors & Cables			
MS-ELEC	246-99	Electronics Box	\$1,405.46
MS-Footed	246-99	Footed Sensor Box	\$843.28
MS-Meg	246-99	Magnetic Sensor Box	\$879.55
MS-Cable20	246-99	20 foot Sensor Cable	\$444.31
MS-Cable50	246-99	50 foot Sensor Cable	\$498.71
MS-Cable232	246-99	10 foot Serial Cable	\$126.95
MicroSearch Peripherals			
MS-LP	246-99	Laser Printer	\$614.78
MS-Stands	246-99	Cable Management Stands	\$1,338.36
MicroSearch Complete Systems			
TS-Desktop	246-99	MS Human Presence Detection - Desktop Computer	\$26,406.37
TS-Laptop	246-99	MS Human Presence Detection - Laptop Computer	\$27,313.12
TS-Rug Port	246-99	MS Human Presence Detection - Portable Rugged Computer	\$31,846.87
TS-Semi Port	246-99	MS Human Presence Detection - Portable Semi-Rugged Computer	\$28,219.87
TS-NEMA	246-99	MS Human Presence Detection - NEMA-4 Computer + Enclosure	\$32,064.49
Includes: Software & Computer, (1) MS-ELEC., (2) MS-Footed, (2) MS-Meg, (3) MS-Cable50, (1) MS-Cable20, (1)MS-Cable232			
Extended Warranties (only available on MicroSearch Complete Systems)			
TS-DT-W	246-99	MS Human Presence Detection - Desktop Computer-Additional	\$2,216.50
TS-LT-W	246-99	MS Human Presence Detection - Laptop Computer	\$2,216.50
TS-RP-W	246-99	MS Human Presence Detection - Portable Rugged Computer	\$2,518.75
TS-SP-W	246-99	MS Human Presence Detection - Portable Semi-Rugged Computer	\$2,518.75
TS-N-W	246-99	MS Human Presence Detection - NEMA-4 Computer + Enclosure	\$2,821.00
Services			
Eng Services	246-50	Field Eng./ Installation/ Training Support - Per Day (On-Site - Travel Expenses Not Included)	\$1,088.10

Warranty & Support Levels

All MicroSearch Systems come with a 12-month warranty
Extended Support: Additional 12/month support. Monday-Friday (9am-5pm EST)

Shipping

Shipping costs are included.

Restocking Policy

Please call to receive a RGA (Return Goods Authorization) number within 30 days of purchase prior to returning merchandise, returns WILL NOT be accepted without a RGA number. Ten percent (10%) restocking fee applies to all returns. Restock fee does not apply on defective products.